



HONEYWELL LOGISTIC SOLUTIONS (HLS)

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Honeywell

HONEYWELL OVERVIEW

NYSE: **HON** | ~**1,300** sites | ~**131,000** employees | **Morris Plains, N.J.** headquarters | **Fortune 100**

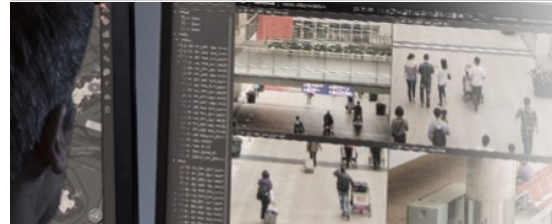
Aerospace



\$14.8B
Sales

Our products are used on virtually every commercial and defense aircraft platform and in more than 100 million vehicles worldwide and include aircraft propulsion, cockpit systems, and satellite communications.

Home and Building Technologies



\$9.8B
Sales

Our products, software, and technologies are in more than 150 million homes and 10 million buildings worldwide, helping customers control their comfort, security, and energy use.

Performance Materials and



\$10.3B
Sales

We develop advanced materials, process technologies, automation solutions, and industrial software that are revolutionizing industries around the world.

Safety and Productivity



\$5.6B
Sales

We improve enterprise performance and worker safety and productivity with our scanning and mobile computers, software, warehouse automation solutions, and personal protective equipment.

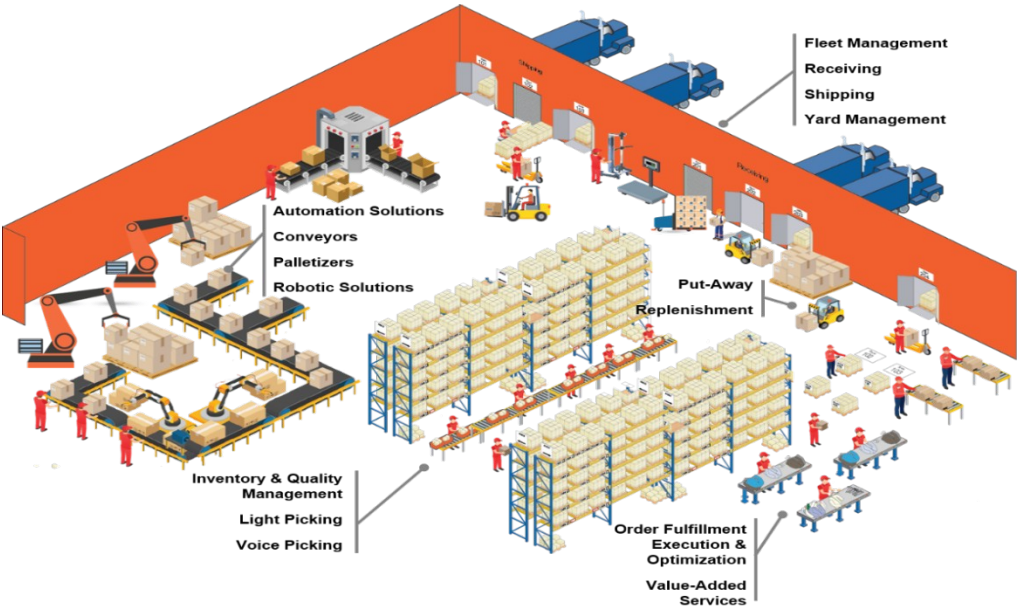
HONEYWELL SAFETY AND PRODUCTIVITY

Intelligrated

Intelligrated
automation that **delivers™**



Warehouse Management System



Edge Applications and Devices

Cloud-based Applications
Forktruck Terminals
Light Directed Work
Printers
Scanners
Voice Directed Work



Vocollect - Voice Picking



Put To Light



Transnorm

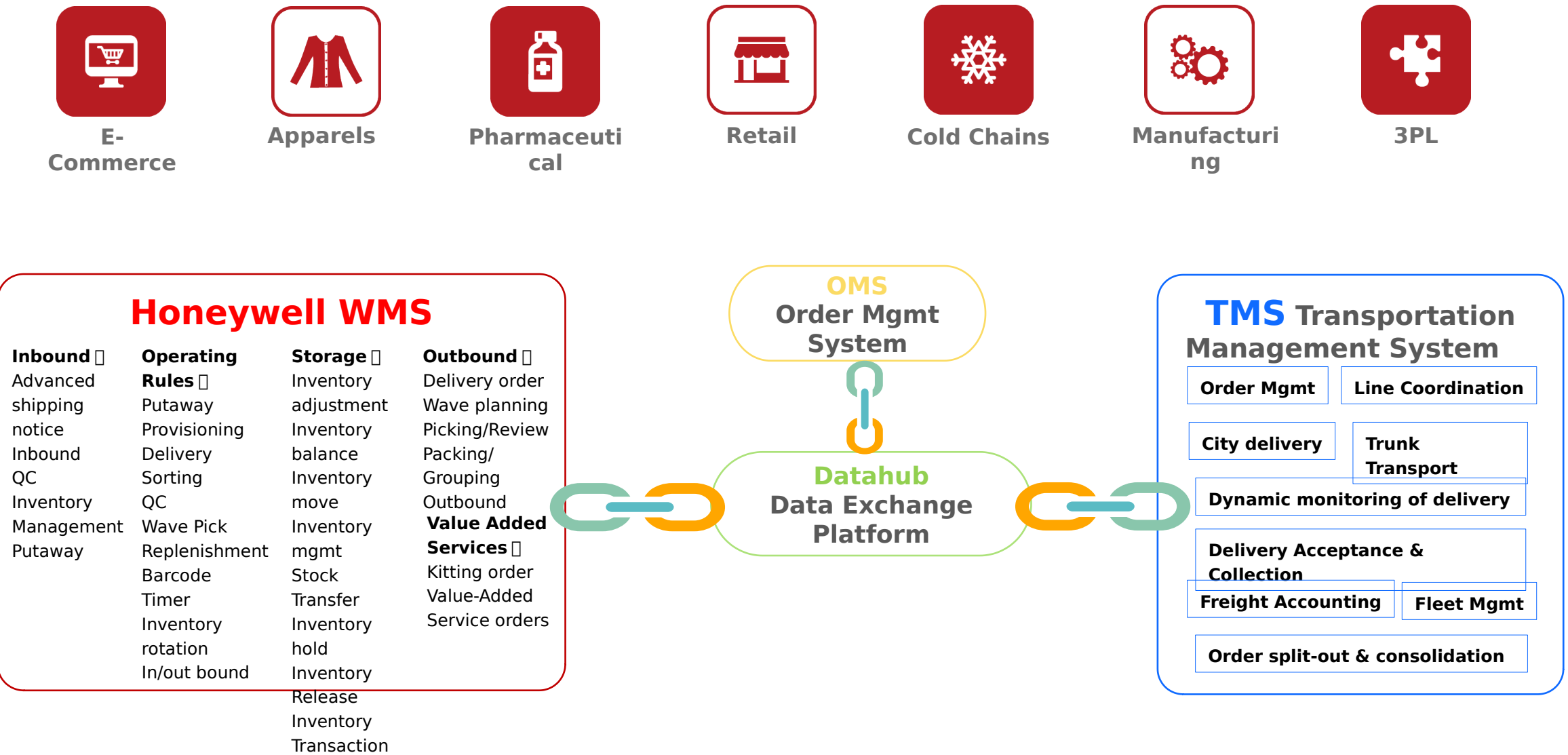


HONEYWELL LOGISTICS SOLUTION OVERVIEW

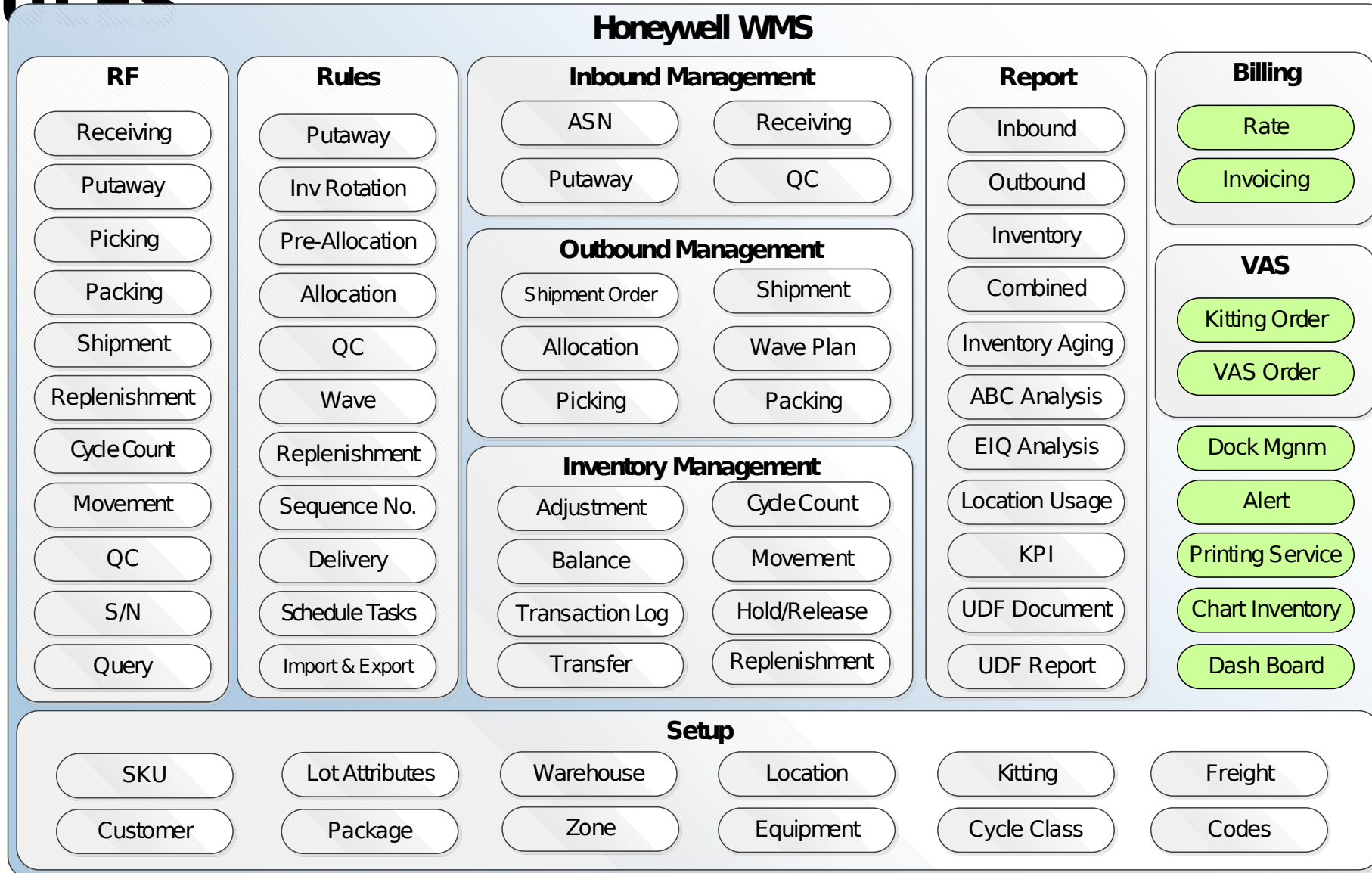
- **16** years in the Logistics business
- covers **7** major industries
- more than **40%** continuous YoY growth
- customers in **16** countries around the world
- more than **1200** distribution centers application
- more than **15** million M2 of storage area
- single warehouse daily processing order peak of **100,000**



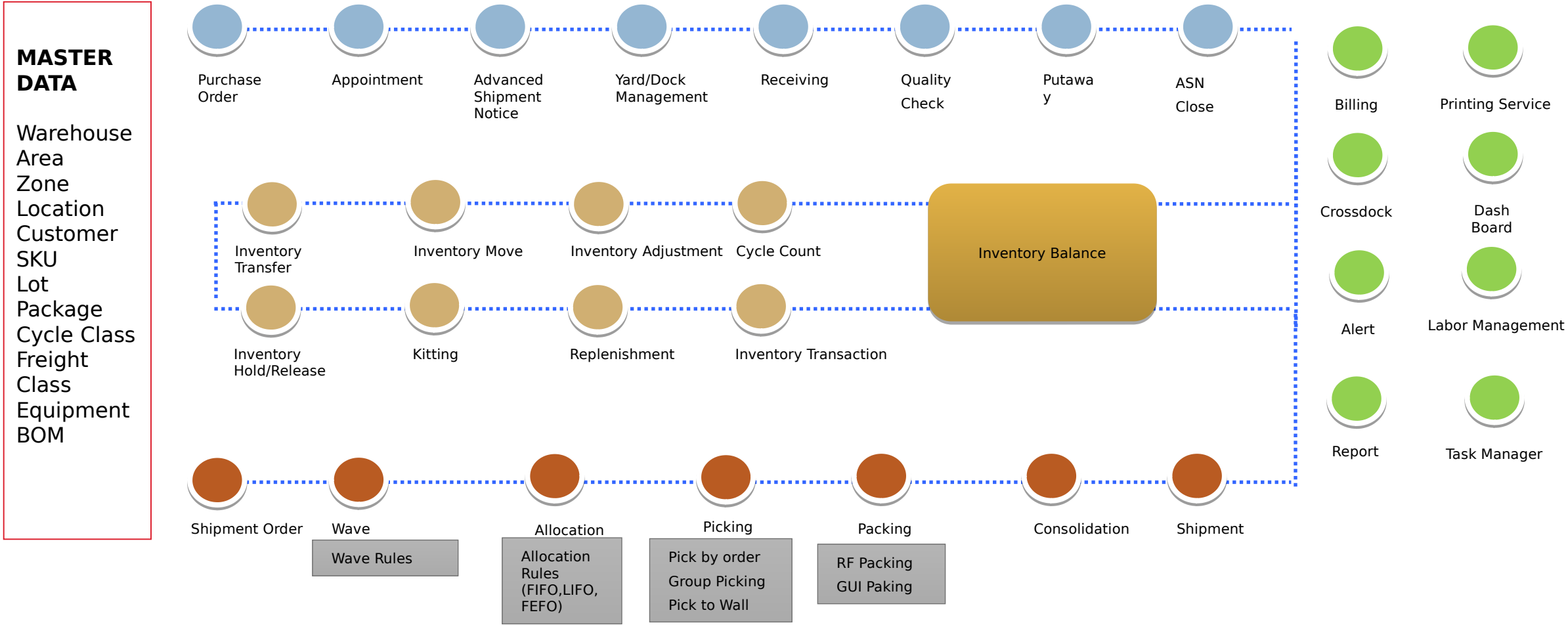
SOLUTION ROADMAP : INTEGRATED SUPPLY CHAIN SOLUTION



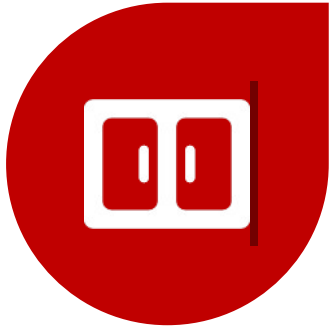
HONEYWELL WMS CORE FUNCTIONAL MODULES



HONEYWELL WMS FUNCTION MODEL



HONEYWELL WMS LEADING ADVANTAGES



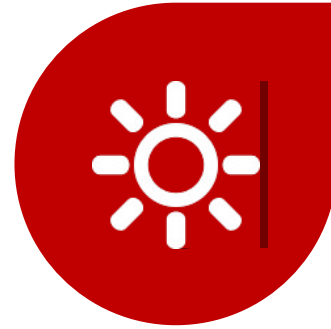
Product Maturity

- Industry best practices sharing
- Reduce Implementation Risk
- Increase project controllability



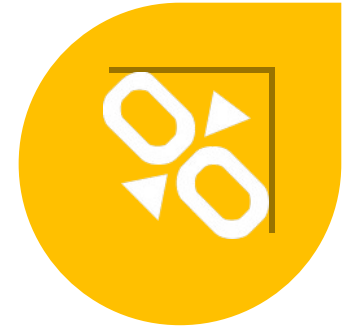
Configurability

- Faster Implementation
- Increased system flexibility
- Process Configurability



Scalability

- Supports expansion
- Supports new operations
- Adaptable to various industries

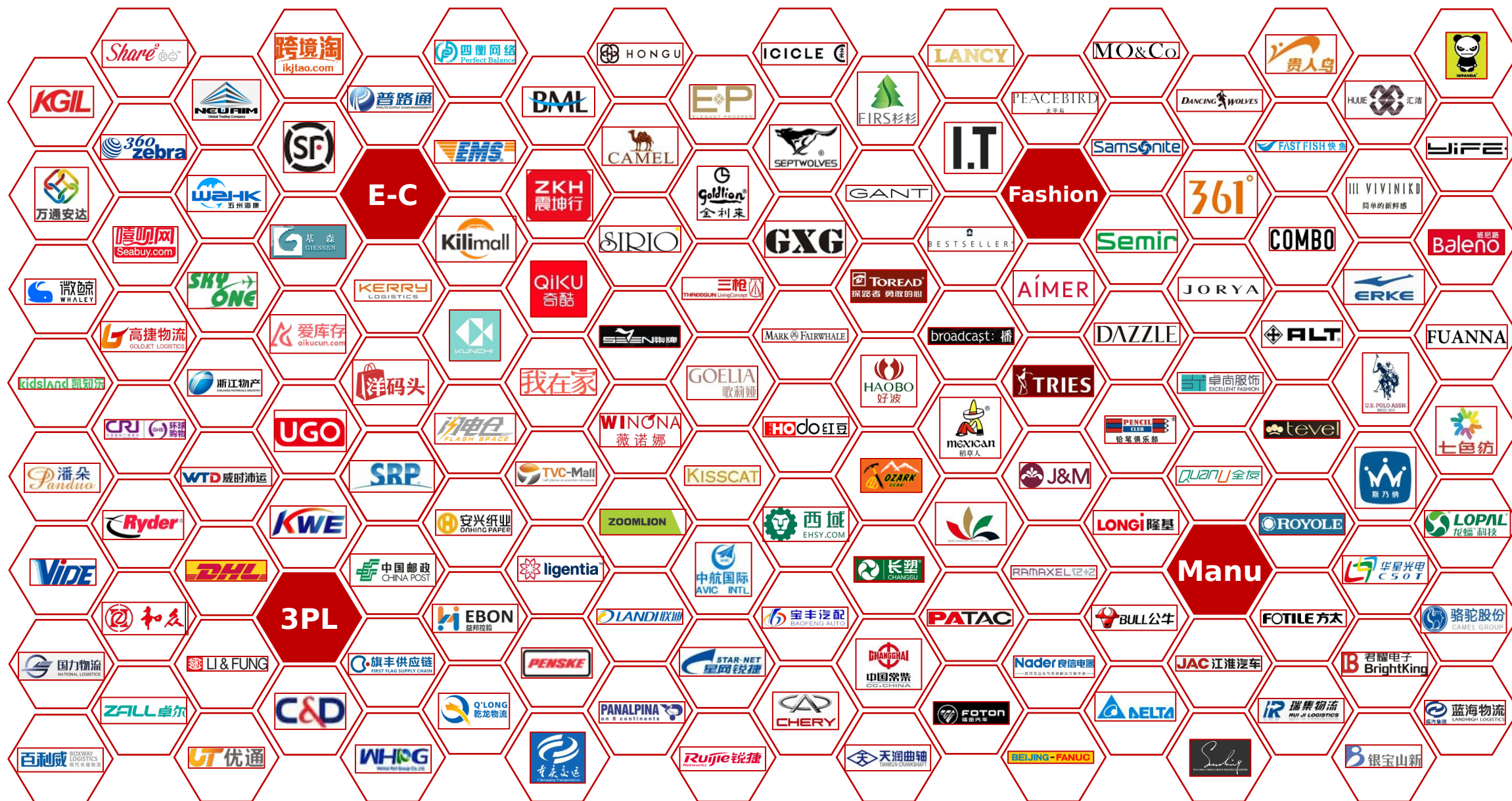


Integrability

- Integration with External Systems
- Integration with Hardware
- Systems Direction and Coordination

KEY CUSTOMER IN EVERY INDUSTRY

9



[illegible]

KEY CUSTOMER IN REGIONS



800 ++ customers Globally

E-COMMERCE CASE STUDY



SF Express

- Multi-industry, Multi-mode, B2C, Exports
- Networked Warehouse Strategy
- Multi-owner
- 3rd party payments
- 4 types of business
 - E-commerce warehousing & logistics
 - Export-oriented E-commerce,
 - Cold Chain
 - E-commerce business park central warehousing



ID Commerce

- E-Commerce logistic service provider
- B2C/B2B/O2O/omni-channel
- 1 HQ with 30+ warehouses
- 1000+ Warehouse SKUs
- Average 5,000 orders
- Logistic service provider for Shopee, Bukalapak and B2B from China to Indonesia



Camel

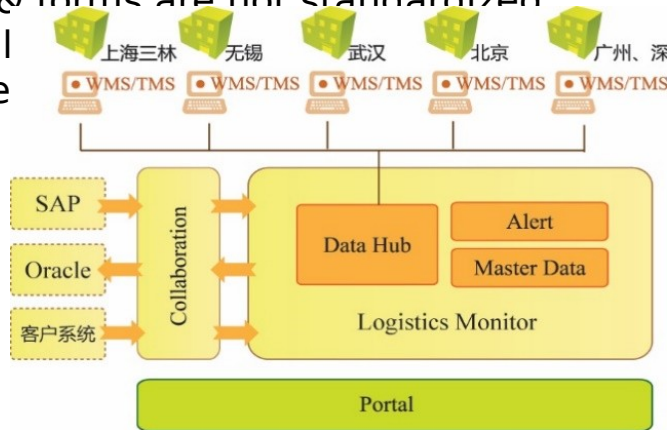
- 6 years category champion for Tmall Double 11 sales
- 4 warehouses, 17000+ SKU
- Average 10,000 orders per day, Peak 1.8mil orders per day
- Honeywell WMS supported Camel to process 1.8mil orders over 5 days during 2017 Double 11 sales
- 187 types of wave picking criteria to automatically form order wave groupings

3PL CASE STUDY

Kintetsu Worldwide Express (KWE)

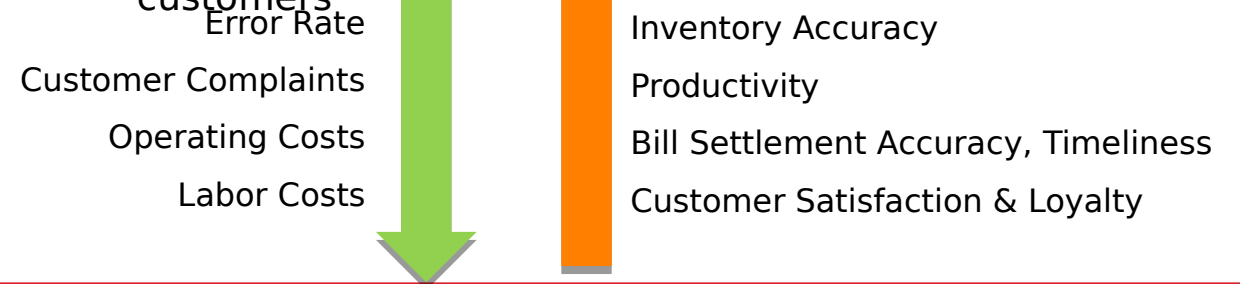
KWE's Business Challenge

- Non-standardized business ops, need to build a standardized operations flow
- Manual handling of data resulting in low productivity and inaccuracies
- Inability to monitor delivery process, resulting in wasted resources
- Manage business based on experience - difficult to improve productivity
- HQ unable to understand inventory conditions in real time, delays in information
- Order & forms are not standardized
- Manual service affecting customer



Honeywell Solutions

- Logistics operations in every node are managed with WMS and TMS, resulting in increased productivity and achieving lean management of warehouses
- At the Group level, data from every logistics node are gathered, analyzed and monitored through a standardized method. Created a unified IT system interface and data presentation platform
- Order tracking system - built a order tracking platform for customer-facing services, allowing customer to check the latest status in the order fulfillment process
- Implemented an Electronic Data Interchange (EDI) platform. Build EDI data interconnection with high-end customers, resulting in productive partnerships with customers



RETAIL CASE STUDY



MYJ Convenience Stores

- MYJ branded convenience store is owned by Dongguan Sugar & Liquor Group. Since 1997, they have stores across 41 cities in 5 provinces Guangdong, Fujian, Hunan, Hubei and Jiangxi. As of Jan 2017, they have 12,000 stores.
- They are the leading retailer, and China's largest convenience store chain
- They have won China Retail Industry Top Ten Franchise Brands Award, China Convenience Store Award, and many other awards. MYJ is China's leading brand in the Franchising business
- Project Scope :
 - **Fully automated storage and retrieval System Warehouse** with Honeywell WMS.
 - It will handle **80,000 order lines** □ high-speed sorting of **17,000** cartons **per hour**
 - **90,000 sqm** of warehouse floor space

APPAREL CASE STUDY



Fujian Seven Corp :Highly Automated Apparel Logistics

- Fujian Seven Corp is an apparel research, design, production and retail conglomerate.
- Seven's central logistics hub is 10,000sqm, and carries >80,000 SKUs
- Largest daily deliveries exceed 10,000 items
- WMS for a fully integrated, automated storage & retrieval warehouse, which includes KNAPP overhead conveyors, vertical lifts, carton conveyors, handheld devices, and other automation equipment.
- The WMS is not only required to interface with each equipment but also to provide overall coordination & scheduling, resulting in efficient synergies to achieve maximum performance

PHARMACEUTICAL CASE STUDY

Yabang Pharmaceutical

Modern Pharma Logistics Hub - High Performance Central Processing



HengFeng Pharmaceutical

Pharma Logistics Center Application - Live conveyor line stock picking



Longwei Pharmaceutical

Pharma Logistics Center Application - Voice picking



COLD CHAIN CASE STUDY

Customer : ZM Logistic

- Serviced Clients: PanKoo F&B Group, Greatwall F&B Group

ZML WMS Project Features

- **Numerous Interfaces:** ZML-Pankoo WMS and upstream Numerical Control (NC) systems have 39 interfaces. Return interfaces are split into room temperature, refrigerated, freeze levels.
- **Smart Operations:** Through WMS, inbound systems recommend inbound locations. Outbound system recommend inbound locations – total removal of human stock screening.
- **Increase Inventory Accuracy:** Through WMS, execute strict in/outbound, stock take work flow, greatly increased inventory accuracy.



MANUFACTURING CASE STUDY

Fujian Motor Group - Landhigh Logistics

- Landhigh Logistics is established by Fujian Motor Group as a professional car logistics enterprise. It's main operations include car parts logistics, aftersales accessories and vehicle-related logistics planning, logistics technology consulting and other services. Landhigh Logistics wanted to create a professional public logistics platform for the car industry

Landhigh Logistics WMS project

- Honeywell has separately completed Landhigh's warehouse WMS implementation at Qingkou, Longyan and other locations. The warehouses contain 3 different motor brands: Daimler Benz, Soueast Motor (JV brand), Xinlongma (house brand), and includes input parts, accessories, and vehicle logistics and other varieties of business operations

